

Message Text

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PAGE 01 STATE 015048

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INFO OCT-01 EUR-06 ISO-00 EB-05 RSC-01 /013 R

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FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

INFO AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

UNCLAS STATE 015048

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: METAL FINISHING EQUIPMENT TRADE MISSION

REF: WARSAW 0271 AND 0298

1. A. YEN ADVISES DELIVERY TIME 12 TO 18 MONTHS
DEPENDING ON EQUIPMENT; DUE TO SPECIAL EQUIPMENT,
PRICE DEPENDS ON PARTS TO BE MANUFACTURED, QUANTITY
DESIRED AND SIZE OF MACHINES -- PREFERS TO OFFER
SPECIFIC QUOTATIONS. YEN WILL ARRANGE FINANCING
THROUGH CENTRAL NATIONAL BANK OF CLEVELAND WITH
PROPER BANK GUARANTEES FROM HOST COUNTRIES. DELIVERY
DATES EASCO MACHINES ABOUT TWENTY-FIVE WEEKS.
FULL CAPABILITY MACHINES PRICED FROM 20,000 DOLLARS
TO 100,000 DOLLARS DEPENDING UPON APPLICATION.
CHICAGO PNEUMATIC HAS 3000 MODELS WITH PRICES AND
DELIVERY TIME DEPENDING WHETHER ITEM IS MADE IN U.S.,
U.K., GERMANY, JAPAN, ETC. MIDWEST CHROME SEEKS TO
SELL A PROCESS BUT IF EQUIPMENT REQUIRED, DELIVERY TIME
WOULD BE TWELVE TO FOURTEEN WEEKS, DEPENDING ON REQUIRE-
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MENTS. MIDWEST CHROME RECENTLY QUOTED A PRICE TO RENAULT

OF 143,900 DOLLARS.

B. PEKAY EQUIPMENT CAN BE APPLIED AT THE STAGE WHERE THE SILICONE AND/OR GERMANIUM WAFERS ARE POLISHED.

C. CHICAGO PNEUMATIC MEMBER WILL PROVIDE CATALOG OF INDUSTRIAL FASTENERS.

D. YEN WILL BRING CATALOG OF THE BULLARD COMPANY, WHICH IS ONLY U.S. MANUFACTURER OF MULTI-SPINDLE VERTICAL LATHES FOR USE IN AUTO INDUSTRY. YEN IS ALSO AUTHORIZED REPRESENTATIVE OF BULLARD.

2. ALL MISSION MEMBERS PROVIDED COPY OF WARSAW'S 0271 AND URGED TO BRING ADDITIONAL SUPPLY COMPANY LITERATURE.

3. EBWAY AND EASCO SPARCATRON PLEASED TO WORK TOGETHER ON SEMINAR AND BOTH WILL BRING APPROPRIATE SLIDES. EBWAY ALSO BRINGING MODEL OF A STAMPING DIE WITH SAMPLE PARTS. MIDWEST CHROME ALSO BRINGING SLIDES.

4. TEN ADDITIONAL SETS EASCO LITERATURE SENT ADDRESSEE POSTS AIR POUCH JANUARY 21. METCO LITERATURE SENT AIR POUCH JANUARY 9. KISSINGER

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